

FORM L-37 BUSINESS ACQUISITION THROUGH DIFFERENT CHANNELS (GROUP)
RELIANCE NIPPON LIFE INSURANCE COMPANY LIMITED
(Formerly known as Reliance Life Insurance Company Limited)

(₹ in Lacs)

Sr. No	Channels	For the Quarter ended on 31st December, 2016			For the Quarter ended on 31st December, 2015		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	2	975	14	1	151	4
2	Corporate Agents-Banks	-	-	-	-	-	-
3	Corporate Agents -Others	-	-	-	-	-	-
4	Brokers	3	13,678	20	3	909	14
5	Micro Agents	-	-	-	-	-	-
6	Direct Business	51	806,830	3,408	46	458,560	7,723
	Total (A)	56	821,483	3,443	50	459,620	7,740
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	56	821,483	3,443	50	459,620	7,740

(₹ in Lacs)

Sr. No	Channels	Upto the Quarter ended on 31st December, 2016			Upto the Quarter ended on 31st December, 2015		
		No. of Policies / Schemes	No. of Lives Covered	Premium	No. of Policies / Schemes	No. of Lives Covered	Premium
1	Individual agents	3	1,519	25	2	379	8
2	Corporate Agents-Banks			-	-	-	-
3	Corporate Agents -Others			-	-	-	-
4	Brokers	7	22,817	88	10	5,185	67
5	Micro Agents			-	-	-	-
6	Direct Business	118	2,100,341	26,365	182	2,350,920	56,648
	Total (A)	128	2,124,677	26,477	194	2,356,484	56,724
1	Referral (B)	-	-	-	-	-	-
	Grand Total (A+B)	128	2,124,677	26,477	194	2,356,484	56,724

Note:

1. Premium means amount of premium received from business acquired by the source
2. No of Policies stand for no. of policies sold